



Lillbacka USA

CRIMPING DIGEST

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VOLUME 2 2010

Customer Profile

Finn-Power Equipment Increases Productivity & Quality for Major Hose Service Company

The domestic hose service industry is a \$4-billion business. The HosePower Group, headquartered in Orange Park, FL, is the largest hose service company in North America. The company generates \$90-million in yearly sales of hydraulic and industrial hose, fittings & couplings from its 30 branches located throughout the U.S., Canada, and Mexico.

HosePower primarily serves the OEM market, where it supplies hose kits to original manufacturers. The company also does a great volume of business in the mobile service market with its 71 mobile service units, the largest fleet of mobile service trucks in North America. In addition, the company also sells bulk products to smaller distributors who cut and couple their own hoses. HosePower relies on Lillbacka Finn-Power crimpers for both its production and service hose sawing and crimping needs. "In our opinion, Lillbacka builds the best production crimping equipment and saws in the industry," says J. Palmer Clarkson, president of HosePower.

Flextral Product Line

HosePower is the authorized master distributor for Flextral hydraulic & industrial hose products in North America. "We have 100% design control over all our products," explains Clarkson. "Hose, fittings, and accessories are all we do. Having our own product line gives us the ability to design and manufacture components that are perfect for the service business – industrial and hydraulic hose and all the metal fittings in aluminum, brass, stainless, and steel. We are able to have a better selection of

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end terminations that are designed to be the right length or the right size for easy maintenance."

"The feature that really sets them apart from anything else is their ability to be absolutely accurate 100% of the time. There aren't many crimpers that can do that."

HosePower has four OEM Centers located in Orange Park, FL, Houston, TX, Phoenix, AZ, and Ajax (Toronto), Ontario. All of the branches feed into one

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HosePower has been using Finn-Power crimpers since 1985, and has 70 pieces of Finn Power equipment throughout its production and service facilities, consisting of hose crimpers, hose cutters, and nut crimpers. HosePower uses the FP-160 for crimping 4" hydraulic and 6" industrial hose.

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of these four OEM Centers. The OEM business requires more testing and measuring, and thus, requires more equipment than the services branches. HosePower's technical capabilities include impulse testing (up to 1,000,000 impulse cycles), abrasion testing to ISO-6945, proof pressure and burst testing, etc. All of the service branches perform service and repair.

Finn-Power Equipment

"We have about 70 pieces of Finn Power equipment throughout our production and service facilities, consisting of hose crimpers, saws, and nut crimpers. The crimpers are very reliable and exact. They duplicate the crimp every time. One of the successes that we have in the OEM business is that all of our hose kits are perfect. The lengths of the hoses are right and the crimps are exact."

HosePower has been using Finn-Power crimpers since 1985. "Finn-Power crimpers are the most accurate and most repeatable crimpers that we ever used," says Clarkson. "Consistency is important, because if you are manufacturing 100 hose assemblies that are exactly the same, you've got 200 crimps...and all 200 crimps must be exactly the same."



The Finn-Power nut crimper is a very important piece of equipment at HosePower. The company crimps the nuts on all its JIC and other ring face seal nuts, as well as all the ferrules to build a one-piece fitting.

The Finn-Power crimpers in use at HosePower include:

FP-120 – "The thin design of the FP-120 is perfect for crimping 90 degree fittings," explains Clarkson. "The feature that really sets them apart from anything else is their ability to be absolutely accurate 100% of the time. There aren't many



According to HosePower's president Palmer Clarkson, the feature that sets Finn-Power crimpers apart from the competition is their ability to be absolutely accurate 100% of the time.

crimpers that can do that. And the Finn-Power crimpers are fast. In production, speed is money. So we are able to feed a lot of crimps an hour through these machines...and we know they are going to be accurate. This allows us to do statistical process measurement of verifying only one of 10 or one of the batch instead of verifying each crimp. And that speeds up production even more."

FP-160 – This is HosePower's largest crimper, and it is used to crimp 4" hydraulic and 6" industrial hose. "This is a big part of what we sell – especially in the large hose markets and the mining areas where we do a lot of big hoses," says Clarkson.

"Lillbacka also builds an absolutely fantastic piece of equipment that the entire Flextral product line is assembled with – the Finn-Power nut crimper. The Finn-Power nut crimper is also a totally reliable machine. The crimps are exact, and we have very little maintenance on these units. We do hundreds of thousands of crimps a month with each machine."

Mobile Service Trucks – HosePower began installing Finn-Power crimpers in its fleet of mobile service trucks in November 2009. They use the FP-120 in the large trucks and the FP-60 in the smaller vehicles. According to Clarkson, the Finn-Power crimpers have worked out extremely well on the mobile units. "The new series of Finn-Power crimpers has upgraded controllers that allow us to use our pc's to program the controller with all our crimp diameters," explains Clarkson. "If there are any updates or changes in our crimping program, we are able to upload to our customers' machines, the machines in our mobile service trucks, and our own warehouses. This crimp data is updated immediately, and we no

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longer rely on people getting the updates in the mail and then upgrade their own machine. And we're going to use all the new controllers in all our locations, because it's bullet-proof from the point that everyone has the right crimp data immediately. This dramatically improves service time, but even more important, if you don't get the perfect crimp diameter in a big hydraulic hose, then you can have a failed assembly. It is very important to get any updates or changes in crimp diameters to the field as quickly as possible."

Finn-Power Saws

Finn-Power saws are also very popular at HosePower. "The Finn-Power saws are excellent because they cut straight," says Clarkson. "The most important thing when you are cutting hose is to cut without burning the wire and to cut straight, and the Finn-Power saws do both of those very well."

"They are well built and always repeatable. We don't have an issue with failure with Finn-Power machines...they are totally reliable."

Nut Crimpers

HosePower also uses the Finn-Power nut crimper. "Lillbacka also builds an absolutely fantastic piece of equipment that the entire Flextral product line is assembled with – the Finn-Power nut crimper," says Clarkson. "This is a very important piece of equipment for us. We crimp the nuts on all our JIC and other ring face seal nuts, and we crimp all the ferrules to build a one-piece fitting. The Finn-Power nut crimper is also a totally reliable machine. The crimps are exact, and we have very little maintenance on these units. We do hundreds of thousands of crimps a month with each machine."



Finn-Power hose cutting machines are also very popular at HosePower because they cut straight without burning the wire.



HosePower has a fleet of 71 mobile service trucks throughout North America that respond to its customers' on-location maintenance needs.

Larger Crimping

Clarkson sees larger crimpers in the future for HosePower. "We have the FP-180 at our Houston facility that has the capacity to crimp up to 8". We will be adding more of this size of crimper to our equipment list."



HosePower began installing Finn-Power crimpers in its fleet of mobile service trucks in November 2009. They use the FP-120 in the large trucks and the FP-60 in the smaller vehicles.

Clarkson explains that during the past 25 years, crimping has been a hydraulic attachment system. "Crimpers used to be made for just hydraulic hose," explains Clarkson. "During the last five years, the industry has looked at crimping as a more reliable and safer attachment system for industrial hose, compared to the traditional industrial hose attachment methods, such as banding and clamping. Finn-Power has responded to this by building crimpers with increasing capacities sizes. As a result, we can now crimp chemical hoses or steam hoses that we couldn't crimp before. I believe that in 10 years, it will be unacceptable to deliver a lot of petroleum hoses that aren't crimped."

"We have been very satisfied with the Finn-Power products," concludes Clarkson. "They are well built and always repeatable. We don't have an issue with failure with Finn-Power machines...they are totally reliable."